

Message Text

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53

ACTION EUR-12

INFO OCT-01 ISO-00 EURE-00 EB-07 /020 W

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P R 301447Z APR 76

FM AMEMBASSY MOSCOW

TO USDOC WASHDC PRIORITY

INFO SECSTATE WASHDC 3268

UNCLAS MOSCOW 6787

USDOC FOR BEWT/TPD THOMPSON/EDWARDS

E.O. 11652: NA

TAGS: BEXP, UR

SUBJ: INTERBYTMASH 76

REF: USDOC 07355

1. INTERNATIONAL HARVESTER REPRESENTATIVES IN MOSCOW ADVISED ON APRIL 29 THAT USSR CHAMBER OF COMMERCE AND INDUSTRY HAD ASSIGNED TO THEM 600 SQUARE METERS OF EXHIBIT SPACE IN PAVILION 4A AT SOKOLNIKI PARK FOR SUBJECT EXHIBITION. I.H. HAS SIGNED SPACE APPLICATION CONTRACT WITH CHAMBER IN MARCH UPON THEIR RETURN TO MOSCOW FROM THE UNITED STATES. LOCAL I.H. DIRECTOR ADVISED THAT BASED ON PRIVATE DISCUSSIONS WITH BEWT/TPD OFFICERS HE WAS ADVISED THAT I.H. COULD NOT EXPECT TO PARTICIPATE WITH USDOC GROUP AND CONSEQUENTLY SIGNED PRIVATE CONTRACT.

2. DESPITE OUR EFFORTS TO HAVE I.H. JOIN USDOC, AS REPORTED IN MOSCOW 6246, I.H. FEELS THAT THEIR BEST POSITION IS TO ACCEPT CHAMBER OFFER OF SPACE IN 4A. CONSEQUENTLY, WE HAVE SENT LETTER TO CHAMBER REQUESTING REDUCTION OF USDOC SPACE IN INTERBYTMASH 76 BY 600 SQUARE METERS (AMOUNT I.H. WOULD HAVE SUB-LEASED FROM US) FOR TOTAL OF 1100 SQ.M. WE ALSO REQUESTED THAT ALL U.S. COMPANIES, INCLUDING THE USDOC EXHIBIT, BE PLACED IN PAVILION NO. 4A.

3. OUR JUDGMENT ON THIS PAVILION CHANGE WAS PROMPTED BY UNCLASSIFIED

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RELATIVELY COOL RESPONSE OF U.S. INDUSTRY TO THIS EXHIBIT. WITH

800 SQUARE METERS OF GROSS SPACE TO FILL (ASSUMING
INTERTORG SIGNS FOR 300) WE SHOULD HAVE EASIER PROCUREMENT
JOB AND WILL STILL CREATE EFFECTIVE IMAGE AT
EXHIBITION, PARTICULARLY IF WE ARE PLACED IN PAVILION 4A ADJACENT TO
INTERNATIONAL HARVESTER.

4. WE ARE MEETING WITH SOVIETS EARLY WEEK OF MAY 3 TO
DISCUSS CONCEPT FURTHER. WE WOULD APPRECIATE AN UP-DATE
PROCUREMENT REPORT ON POTENTIAL TOTAL SPACE SOLD AS
SOON AS POSSIBLE.

5. WE REGRET TO INFORM YOU THAT COMMERCIAL OFFICE WAS ADVISED
APRIL 30 BY NCR'S AUGSBURG OFFICE (RESPONSIBLE
FOR USSR) THAT NCR HAD ALREADY (AS OF JANUARY 1976) SIGNED
UP WITH NOWEA AND WOULD NOT BE ABLE TO PARTICIPATE
IN USDOC EXHIBIT IN INTERBYTMASH.

STOESSEL

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